

N O T I C E

Due to a mechanical error in one of the Purchasing Division's official time clocks on Tuesday, March 20 to Thursday, March 22, 2012, the stamp noted on some bids may have the correct day and time; however, the month that is noted is "February," but should have read "March."

State of West Virginia – CME12104
Response: Immunoassay Reagent Kits

2019 Washington Street East
Charleston, WV 25305-0130
Attention: Roberta Wagner

Siemens Healthcare Diagnostics Inc

RECEIVED

Siemens FEIN: 952802182

2012 FEB 22 AM 10: 07

WV PURCHASING
DIVISION

SIEMENS
medical

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Siemens Healthcare Diagnostics
Introduction Letter

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RFQ CME12104
State of West Virginia

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Siemens Healthcare Diagnostics
Literature

Siemens Healthcare Diagnostics

Siemens Healthcare Diagnostics is a leading global clinical diagnostics company headquartered in Tarrytown, NY, with over 14,000 employees serving more than 30,000 customers worldwide. Siemens Healthcare Diagnostics has operations in more than 110 countries and reported revenue of €3.7 billion in fiscal year 2011.

For more information on company history, please visit

https://www.med.usa.siemens.com/innovations/intro_main_v5.html

Siemens Healthcare Diagnostics offers a broad portfolio of performance-driven testing solutions. Our products and services bring together the right balance of science, technology, and practicality across the drug treatment/court continuum to empower drug treatment/court professionals with the vital information they need to deliver better, more personalized care to participants.

At Syva we work diligently to create a cost effective solution for data management and drug testing needs. Our solutions are customized to specific program needs regardless of size or scope program. Our main focus is finding innovative ways for our customer's drug testing program to be more cost effective.

With 40+ years in the drug testing industry, Syva EMIT® is the leader in this field. The Center for Disease Control (CDC) recognizes Syva EMIT® for highest accuracy and precision it defines as credible and reliable. EMIT® II immunoassays are the most widely used and most thoroughly scientifically-documented screening tests for drugs of abuse. No other drugs of abuse screening tests have a longer or more reliable record. With new technology and innovation we deliver a single source solution for drug courts across the nation that includes drug testing solutions, toxicology data management, and customized case management needs for one simple cost per test. The idea behind this concept is to give our customers more value in their cost per test while still working within their yearly drug testing budget.

Siemens Healthcare Diagnostics is committed to our "customer-first" culture, which is at the heart of everything we do. As dedicated and experienced professionals, Siemens is committed to listening carefully to our customer's needs, understanding specific challenges and supporting our customer with solutions that deliver tangible value for their operations. Our experienced and dedicated professionals are personally committed to consistently delivering world-class service and support, valuing long-term relationships built on trust. Our passion for quality, innovation and service excellence can help our customers achieve their goals.

We look forward to providing you with additional information about our company, and invite you to visit our website at www.siemens.com/diagnostics. Together, we can take diagnostics to the next level.



State of West Virginia
 Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

Request for Quotation

RFO NUMBER
 CME12104

PAGE
 1

ADDRESS CORRESPONDENCE TO ATTENTION OF
 ROBERTA WAGNER
 304-558-0067

*709065843 01 847-267-5387

VENDOR

DADE BEHRING INC
 1717 DEERFIELD ROAD
 SET TO PURGE
 DEERFIELD IL 60015

SHIP TO

HEALTH AND HUMAN RESOURCES
 BUREAU FOR PUBLIC HEALTH
 OFFICE CHIEF MEDICAL EXAMINER
 619 VIRGINIA STREET, WEST
 CHARLESTON, WV
 25302 304-558-4865

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
02/16/2012				

BID OPENING DATE: 03/22/2012 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	1	YR	193-52			
<p>THE STATE OF WEST VIRGINIA, DEPARTMENT OF HEALTH AND HUMAN RESOURCES, OFFICE OF THE CHIEF MEDICAL EXAMINER WISHES TO ESTABLISH AN OPEN END CONTRACT TO PURCHASE IMMUNOASSAY REAGENT KITS CAPABLE OF DETECTING DRUGS OF ABUSE AND TRICYCLIC ANTI-DEPRESSANT DRUGS IN URINE SAMPLES USING A MICROGENICS MGC240 ANALYZER PER THE ATTACHED SPECIFICATIONS.</p> <p>BID OPENING IS SCHEDULED FOR MARCH 22, 2012 AT THE WEST VIRGINIA PURCHASING DIVISION, 2019 WASHINGTON STREET, EAST, CHARLESTON, WV 25305 AT 1:30 PM</p> <p>OPEN END CONTRACT FOR IMMUNOASSAY REAGENT KITS</p> <p>LIFE OF CONTRACT: THIS CONTRACT BECOMES EFFECTIVE UPON AWARD AND EXTENDS FOR A PERIOD OF ONE (1) YEAR OR UNTIL SUCH "REASONABLE TIME" THEREAFTER AS IS NECESSARY TO OBTAIN A NEW CONTRACT OR RENEW THE ORIGINAL CONTRACT. THE "REASONABLE TIME" PERIOD SHALL NOT EXCEED TWELVE (12) MONTHS. DURING THIS "REASONABLE TIME" THE VENDOR MAY TERMINATE THIS CONTRACT FOR ANY REASON UPON GIVING THE DIRECTOR OF PURCHASING 30 DAYS WRITTEN NOTICE.</p> <p>UNLESS SPECIFIC PROVISIONS ARE STIPULATED ELSEWHERE IN THIS CONTRACT DOCUMENT, THE TERMS, CONDITIONS AND</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Kim A. Christensen</i>	TELEPHONE 302.631.0417	DATE 3/21/2012
TITLE Syva Director	FEIN 95-2802182	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFO, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

GENERAL TERMS & CONDITIONS REQUEST FOR QUOTATION (RFQ) AND REQUEST FOR PROPOSAL (RFP)

1. Awards will be made in the best interest of the State of West Virginia.
 2. The State may accept or reject in part, or in whole, any bid.
 3. Prior to any award, the apparent successful vendor must be properly registered with the Purchasing Division and have paid the required \$125 fee.
 4. All services performed or goods delivered under State Purchase Order/Contracts are to be continued for the term of the Purchase Order/Contracts, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise available for these services or goods this Purchase Order/Contract becomes void and of no effect after June 30.
 5. Payment may only be made after the delivery and acceptance of goods or services.
 6. Interest may be paid for late payment in accordance with the *West Virginia Code*.
 7. Vendor preference will be granted upon written request in accordance with the *West Virginia Code*.
 8. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.
 9. The Director of Purchasing may cancel any Purchase Order/Contract upon 30 days written notice to the seller.
 10. The laws of the State of West Virginia and the *Legislative Rules* of the Purchasing Division shall govern the purchasing process.
 11. Any reference to automatic renewal is hereby deleted. The Contract may be renewed only upon mutual written agreement of the parties.
 12. **BANKRUPTCY:** In the event the vendor/contractor files for bankruptcy protection, the State may deem this contract null and void, and terminate such contract without further order.
 13. **HIPAA BUSINESS ASSOCIATE ADDENDUM:** The West Virginia State Government HIPAA Business Associate Addendum (BAA), approved by the Attorney General, is available online at www.state.wv.us/admin/purchase/vrc/hipaa.html and is hereby made part of the agreement provided that the Agency meets the definition of a Cover Entity (45 CFR §160.103) and will be disclosing Protected Health Information (45 CFR §160.103) to the vendor.
 14. **CONFIDENTIALITY:** The vendor agrees that he or she will not disclose to anyone, directly or indirectly, any such personally identifiable information or other confidential information gained from the agency, unless the individual who is the subject of the information consents to the disclosure in writing or the disclosure is made pursuant to the agency's policies, procedures, and rules. Vendor further agrees to comply with the Confidentiality Policies and Information Security Accountability Requirements, set forth in <http://www.state.wv.us/admin/purchase/privacy/noticeConfidentiality.pdf>.
 15. **LICENSING:** Vendors must be licensed and in good standing in accordance with any and all state and local laws and requirements by any state or local agency of West Virginia, including, but not limited to, the West Virginia Secretary of State's Office, the West Virginia Tax Department, and the West Virginia Insurance Commission. The vendor must provide all necessary releases to obtain information to enable the director or spending unit to verify that the vendor is licensed and in good standing with the above entities.
 16. **ANTITRUST:** In submitting a bid to any agency for the State of West Virginia, the bidder offers and agrees that if the bid is accepted the bidder will convey, sell, assign or transfer to the State of West Virginia all rights, title and interest in and to all causes of action it may now or hereafter acquire under the antitrust laws of the United States and the State of West Virginia for price fixing and/or unreasonable restraints of trade relating to the particular commodities or services purchased or acquired by the State of West Virginia. Such assignment shall be made and become effective at the time the purchasing agency tenders the initial payment to the bidder.
- I certify that this bid is made without prior understanding, agreement, or connection with any corporation, firm, limited liability company, partnership, or person or entity submitting a bid for the same material, supplies, equipment or services and is in all respects fair and without collusion or fraud. I further certify that I am authorized to sign the certification on behalf of the bidder or this bid.

INSTRUCTIONS TO BIDDERS

1. Use the quotation forms provided by the Purchasing Division. Complete all sections of the quotation form.
2. Items offered must be in compliance with the specifications. Any deviation from the specifications must be clearly indicated by the bidder. Alternates offered by the bidder as **EQUAL** to the specifications must be clearly defined. A bidder offering an alternate should attach complete specifications and literature to the bid. The Purchasing Division may waive minor deviations to specifications.
3. Unit prices shall prevail in case of discrepancy. All quotations are considered F.O.B. destination unless alternate shipping terms are clearly identified in the quotation.
4. All quotations must be delivered by the bidder to the office listed below prior to the date and time of the bid opening. Failure of the bidder to deliver the quotations on time will result in bid disqualifications: Department of Administration, Purchasing Division, 2019 Washington Street East, P.O. Box 50130, Charleston, WV 25305-0130
5. Communication during the solicitation, bid, evaluation or award periods, except through the Purchasing Division, is strictly prohibited (W.Va. C.S.R. §148-1-6.6).



State of West Virginia
 Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

Request for Quotation

RFQ NUMBER
CME12104

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ADDRESS CORRESPONDENCE TO ATTENTION OF
ROBERTA WAGNER
304-558-0067

*709065843 01 847-267-5387

PROPERTY

DADE BEHRING INC
 1717 DEERFIELD ROAD
 SET TO PURGE
 DEERFIELD IL 60015

SHIP TO

HEALTH AND HUMAN RESOURCES
 BUREAU FOR PUBLIC HEALTH
 OFFICE CHIEF MEDICAL EXAMINER
 619 VIRGINIA STREET, WEST
 CHARLESTON, WV
 25302 304-558-4865

DATE PRINTED	TERMS OF SALE	SHIP VIA	FOB	FREIGHT TERMS
02/16/2012				
BID OPENING DATE: 03/22/2012		BID OPENING TIME 01:30PM		

LINE	QUANTITY	UQP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>PRICING SET HEREIN ARE FIRM FOR THE LIFE OF THE CONTRACT.</p> <p>RENEWAL: THIS CONTRACT MAY BE RENEWED UPON THE MUTUAL WRITTEN CONSENT OF THE SPENDING UNIT AND VENDOR, SUBMITTED TO THE DIRECTOR OF PURCHASING THIRTY (30) DAYS PRIOR TO THE EXPIRATION DATE. SUCH RENEWAL SHALL BE IN ACCORDANCE WITH THE TERMS AND CONDITIONS OF THE ORIGINAL CONTRACT AND SHALL BE LIMITED TO TWO (2) ONE (1) YEAR PERIODS.</p> <p>CANCELLATION: THE DIRECTOR OF PURCHASING RESERVES THE RIGHT TO CANCEL THIS CONTRACT IMMEDIATELY UPON WRITTEN NOTICE TO THE VENDOR IF THE COMMODITIES AND/OR SERVICES SUPPLIED ARE OF AN INFERIOR QUALITY OR DO NOT CONFORM TO THE SPECIFICATIONS OF THE BID AND CONTRACT HEREIN.</p> <p>OPEN MARKET CLAUSE: THE DIRECTOR OF PURCHASING MAY AUTHORIZE A SPENDING UNIT TO PURCHASE ON THE OPEN MARKET, WITHOUT THE FILING OF A REQUISITION OR COST ESTIMATE, ITEMS SPECIFIED ON THIS CONTRACT FOR IMMEDIATE DELIVERY IN EMERGENCIES DUE TO UNFORESEEN CAUSES (INCLUDING BUT NOT LIMITED TO DELAYS IN TRANSPORTATION OR AN UNANTICIPATED INCREASE IN THE VOLUME OF WORK.)</p> <p>QUANTITIES: QUANTITIES LISTED IN THE REQUISITION ARE APPROXIMATIONS ONLY, BASED ON ESTIMATES SUPPLIED BY THE STATE SPENDING UNIT. IT IS UNDERSTOOD AND AGREED THAT THE CONTRACT SHALL COVER THE QUANTITIES ACTUALLY ORDERED FOR DELIVERY DURING THE TERM OF THE CONTRACT, WHETHER MORE OR LESS THAN THE QUANTITIES SHOWN.</p> <p>ORDERING PROCEDURE: SPENDING UNIT(S) SHALL ISSUE A WRITTEN STATE CONTRACT ORDER (FORM NUMBER WV-39) TO THE VENDOR FOR COMMODITIES COVERED BY THIS CONTRACT.</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE	DATE
TITLE	FEIN	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



State of West Virginia
 Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

Request for Quotation

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ADDRESS CORRESPONDENCE TO ATTENTION OF
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 304-558-0067

*709065843 01 847-267-5387

VENDOR

DADE BEHRING INC
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 DEERFIELD IL 60015

SHIP TO

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BID OPENING DATE: 03/22/2012 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>THE ORIGINAL COPY OF THE WV-39 SHALL BE MAILED TO THE VENDOR AS AUTHORIZATION FOR SHIPMENT, A SECOND COPY MAILED TO THE PURCHASING DIVISION, AND A THIRD COPY RETAINED BY THE SPENDING UNIT.</p> <p>BANKRUPTCY: IN THE EVENT THE VENDOR/CONTRACTOR FILES FOR BANKRUPTCY PROTECTION, THIS CONTRACT IS AUTOMATICALLY NULL AND VOID, AND IS TERMINATED WITHOUT FURTHER ORDER.</p> <p>THE TERMS AND CONDITIONS CONTAINED IN THIS CONTRACT SHALL SUPERSEDE ANY AND ALL SUBSEQUENT TERMS AND CONDITIONS WHICH MAY APPEAR ON ANY ATTACHED PRINTED DOCUMENTS SUCH AS PRICE LISTS, ORDER FORMS, SALES AGREEMENTS OR MAINTENANCE AGREEMENTS, INCLUDING ANY ELECTRONIC MEDIUM SUCH AS CD-ROM.</p> <p>ANY INDIVIDUAL SIGNING THIS BID IS CERTIFYING THAT: (1) HE OR SHE IS AUTHORIZED BY THE BIDDER TO EXECUTE THE BID OR ANY DOCUMENTS RELATED THERETO ON BEHALF OF THE BIDDER, (2) THAT HE OR SHE IS AUTHORIZED TO BIND THE BIDDER IN A CONTRACTUAL RELATIONSHIP, AND (3) THAT THE BIDDER HAS PROPERLY REGISTERED WITH ANY STATE AGENCIES THAT MAY REQUIRE REGISTRATION.</p> <p style="text-align: center;">NOTICE</p> <p>A SIGNED BID MUST BE SUBMITTED TO:</p> <p style="text-align: center;">DEPARTMENT OF ADMINISTRATION PURCHASING DIVISION BUILDING 15 2019 WASHINGTON STREET, EAST CHARLESTON, WV 25305-0130</p>						

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Request for Quotation

RFQ NUMBER
 CME12104

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ADDRESS CORRESPONDENCE TO ATTENTION OF:
 ROBERTA WAGNER
 304-558-0067

RFQ COPY

TYPE NAME/ADDRESS HERE

VENDOR

SHIP TO

HEALTH AND HUMAN RESOURCES
 BUREAU FOR PUBLIC HEALTH
 OFFICE CHIEF MEDICAL EXAMINER
 619 VIRGINIA STREET; WEST
 CHARLESTON, WV
 25302 304-558-4865

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LINE	QUANTITY	UOP	CAT NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>THE BID SHOULD CONTAIN THIS INFORMATION ON THE FACE OF THE ENVELOPE OR THE BID MAY NOT BE CONSIDERED:</p> <p>SEALED BID</p> <p>BUYER: ROBERTA A. WAGNER / FILE 22</p> <p>RFQ. NO.: CME12104</p> <p>BID OPENING DATE: MARCH 22, 2012</p> <p>BID OPENING TIME: 1:30 PM</p> <p>PLEASE PROVIDE A FAX NUMBER IN CASE IT IS NECESSARY TO CONTACT YOU REGARDING YOUR BID: ----- 302.631- 7997</p> <p>CONTACT PERSON (PLEASE PRINT CLEARLY): ----- Diane Crawford</p> <p>PURCHASING CARD ACCEPTANCE: THE STATE OF WEST VIRGINIA CURRENTLY UTILIZES A VISA PURCHASING CARD PROGRAM WHICH IS ISSUED THROUGH A BANK. THE SUCCESSFUL VENDOR MUST ACCEPT THE STATE OF WEST VIRGINIA VISA PURCHASING CARD FOR PAYMENT OF ALL ORDERS PLACED BY ANY STATE AGENCY AS A CONDITION OF AWARD.</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

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WHEN RESPONDING TO REQ. INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



State of West Virginia
 Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

Request for Quotation

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ADDRESS CORRESPONDENCE TO ATTENTION OF
 ROBERTA WAGNER
 304-558-0067

*709065843 01 847-267-5387

VENDOR

DADE BEHRING INC
 1717 DEERFIELD ROAD
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SHIP TO

HEALTH AND HUMAN RESOURCES
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 OFFICE CHIEF MEDICAL EXAMINER
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 CHARLESTON, WV
 25302 304-558-4865

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02/16/2012				

BID OPENING DATE: 03/22/2012 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>EXHIBIT 4</p> <p>LOCAL GOVERNMENT BODIES: UNLESS THE VENDOR INDICATES IN THE BID HIS REFUSAL TO EXTEND THE PRICES, TERMS, AND CONDITIONS OF THE BID TO COUNTY, SCHOOL, MUNICIPAL AND OTHER LOCAL GOVERNMENT BODIES, THE BID SHALL EXTEN TO POLITICAL SUBDIVISIONS OF THE STATE OF WEST VIRGINIA. IF THE VENDOR DOES NOT WISH TO EXTEND THE PRICES, TERMS, AND CONDITIONS OF THE BID TO ALL POLITICAL SUBDIVISIONS OF THE STATE, THE VENDOR MUST CLEARLY INDICATE SUCH REFUSAL IN HIS BID. SUCH REFUSAL SHALL NOT PREJUDICE THE AWARD OF THIS CONTRACT IN ANY MANNER.</p> <p>REV. 3/88</p> <p>INQUIRIES: WRITTEN QUESTIONS SHALL BE ACCEPTED THROUGH CLOSE OF BUSINESS ON MARCH 6, 2012. QUESTIONS MAY BE SENT VIA USPS, FAX, COURIER OR E-MAIL. IN ORDER TO ASSURE NO VENDOR RECEIVES AN UNFAIR ADVANTAGE, NO SUBSTANTIVE QUESTIONS WILL BE ANSWERED ORALLY. IF POSSIBLE, E-MAIL QUESTIONS ARE PREFERRED. ADDRESS INQUIRIES TO:</p> <p>ROBERTA WAGNER DEPARTMENT OF ADMINISTRATION PURCHASING DIVISION 2019 WASHINGTON STREET, EAST CHARLESTON, WV 25311</p> <p>FAX (304) 558-4115 E-MAIL: ROBERTA.A.WAGNER@WV.GOV</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS			
SIGNATURE		TELEPHONE	DATE
TITLE	FEIN	ADDRESS CHANGES TO BE NOTED ABOVE	

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LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
***** THIS IS THE END OF RFQ CME12104 ***** TOTAL: _____						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

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WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

TO PROVIDE AN OPEN END CONTRACT TO PURCHASE IMMUNOASSAY REAGENT KITS CAPABLE OF DETECTING DRUGS OF ABUSE AND TRICYCLIC ANTI-DEPRESSANT DRUGS IN URINE SAMPLES USING A MICROGENICS MGC240 ANALYZER

Specifications and Requirements:

The methodology of detection must be a homogenous immunoassay, which does not require the separation of bound and free fractions. The assay is based on the competition between a drug which is labeled with the enzyme glucose-6-phosphate dehydrogenase, or G6PDH and an unlabeled drug within the test sample. A specific antibody then binds to the drug labeled with G6PDH resulting in a decrease in enzyme activity. This binding causes a direct relationship between the enzyme activity and the concentration of the drug in the sample being tested. Enzyme activity in the presence of G6PDH results in the conversion of nicotinic adenine dinucleotide (NAD) to its reduced form (NADH) and the subsequent increase in absorbance which is measured by the Microgenics MGC240 Analyzer. Alternatively, cloned-enzyme donor immunoassay may also be used.

1. The vendor must manufacture specific reagent kits capable of detecting drugs, classes of drugs or drug metabolites. This list that comprises the 11 assay panel which will be tested by the OCME is as follows:
 - *Amphetamines
 - *Barbiturates
 - *Benzodiazepines
 - *Buprenorphine
 - *Cocaine (metabolite)
 - *Cannabinoids (THC metabolite)
 - *Methadone (or metabolite)
 - *Opiates
 - *Oxycodone
 - *Propoxyphene
 - *Tricyclic anti-depressants

2. The full panel of assays will be tested on a minimum of one sample per each case submitted to the OCME Toxicology Lab. Accordingly, the kits purchased must be sufficient for analysis of case samples, controls and calibrators which is estimated to be approximately 3000 samples yearly. Therefore, based on a 11 assay panel, the total number of tests is approximately 33,000 per year. Please provide price information based on such 11 assay panel x 3000.

3. Each kit must be provided with thorough information as to the cross-reactivity of target analytes, as well as information on a group of relevant potentially interfering substances. Also included must be information about the performance of each assay at concentrations around the cut-off and specific settings for the use of their reagents on the Microgenics MGC240 Analyzer.

Contract will be effective for a period of one year. At the end of one (1) year, an option is reserved to renew the agreement in accordance with the same terms and conditions as the original contract and shall be limited to two (2) one (1) year renewals.

Quantities listed are approximations only, based on past caseload and estimated future usage. Contract shall cover the quantities actually ordered whether more or less than the quantities shown. Products are to be shipped within 3 working days after an order is received and must have a minimum 90 day shelf life.

Vendor must submit an original itemized invoice for each order. Payment will be made in arrears after receipt of each completed order.

Vendor should provide a courtesy copy of their bid with their bid response.

Purchasing Card Acceptance: The State of West Virginia currently utilizes a VISA Purchasing Card Program which is issued through a bank. The successful vendor must accept the State of West Virginia Visa Purchasing Card for payment of all orders placed by any state agency as a condition of award.

RFQ COST SHEET

Bidders shall provide a cost for the following:

Line Item #	Name of Analyte	# of Tests Per Year	Cost Per Kit Each	Estimated Cost Per Year
1	Amphetamine	3,000	\$341.25	\$ 2047.50
2	Barbiturate	3,000	378.95	2273.70
3	Benzodiazepines	3,000	373.75	2242.50
4	Buprenorphine	3,000	446.25	2677.50
5	Cocaine (metabolite)	3,000	386.10	2316.60
6	Cannabinoids (THC metabolite)	3,000	386.10	2316.60
7	Methadone (or metabolite)	3,000	373.75	2242.50
8	Opiates	3,000	357.50	2145.00
9	Oxycodone	3,000	302.50	1815.00
10	Propoxyphene	3,000	363.35	2180.10
11	Tricyclic anti-depressants	3,000	182.00	4004.00
Grand Total				26,261.00

The award will be made to the vendor with the lowest overall grand total cost which meets all requested specifications and requirements.

Vendor Name: Siemens Healthcare Diagnostics
 Vendor Address: 511 Benedict Avenue
Tarrytown, NY 10591
 Vendor Fax: 302.631.7997
 Vendor Phone: 302.631.0417
 Vendor Email: diane.d.crawford@siemens.com

Kum A. Christensen @
 Vendor Signature

3/21/2012
 Date

State of West Virginia VENDOR PREFERENCE CERTIFICATE

Certification and application* is hereby made for Preference in accordance with *West Virginia Code*, §5A-3-37. (Does not apply to construction contracts). *West Virginia Code*, §5A-3-37, provides an opportunity for qualifying vendors to request (at the time of bid) preference for their residency status. Such preference is an evaluation method only and will be applied only to the cost bid in accordance with the *West Virginia Code*. This certificate for application is to be used to request such preference. The Purchasing Division will make the determination of the Resident Vendor Preference, if applicable.

1. **Application is made for 2.5% resident vendor preference for the reason checked:**
 Bidder is an individual resident vendor and has resided continuously in West Virginia for four (4) years immediately preceding the date of this certification; **or**,
 Bidder is a partnership, association or corporation resident vendor and has maintained its headquarters or principal place of business continuously in West Virginia for four (4) years immediately preceding the date of this certification; **or** 80% of the ownership interest of Bidder is held by another individual, partnership, association or corporation resident vendor who has maintained its headquarters or principal place of business continuously in West Virginia for four (4) years immediately preceding the date of this certification; **or**,
 Bidder is a nonresident vendor which has an affiliate or subsidiary which employs a minimum of one hundred state residents and which has maintained its headquarters or principal place of business within West Virginia continuously for the four (4) years immediately preceding the date of this certification; **or**,
2. **Application is made for 2.5% resident vendor preference for the reason checked:**
 Bidder is a resident vendor who certifies that, during the life of the contract, on average at least 75% of the employees working on the project being bid are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; **or**,
3. **Application is made for 2.5% resident vendor preference for the reason checked:**
 Bidder is a nonresident vendor employing a minimum of one hundred state residents or is a nonresident vendor with an affiliate or subsidiary which maintains its headquarters or principal place of business within West Virginia employing a minimum of one hundred state residents who certifies that, during the life of the contract, on average at least 75% of the employees or Bidder's affiliate's or subsidiary's employees are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; **or**,
4. **Application is made for 5% resident vendor preference for the reason checked:**
 Bidder meets either the requirement of both subdivisions (1) and (2) or subdivision (1) and (3) as stated above; **or**,
5. **Application is made for 3.5% resident vendor preference who is a veteran for the reason checked:**
 Bidder is an individual resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard and has resided in West Virginia continuously for the four years immediately preceding the date on which the bid is submitted; **or**,
6. **Application is made for 3.5% resident vendor preference who is a veteran for the reason checked:**
 Bidder is a resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard, if, for purposes of producing or distributing the commodities or completing the project which is the subject of the vendor's bid and continuously over the entire term of the project, on average at least seventy-five percent of the vendor's employees are residents of West Virginia who have resided in the state continuously for the two immediately preceding years.

Bidder understands if the Secretary of Revenue determines that a Bidder receiving preference has failed to continue to meet the requirements for such preference, the Secretary may order the Director of Purchasing to: (a) reject the bid; or (b) assess a penalty against such Bidder in an amount not to exceed 5% of the bid amount and that such penalty will be paid to the contracting agency or deducted from any unpaid balance on the contract or purchase order.

By submission of this certificate, Bidder agrees to disclose any reasonably requested information to the Purchasing Division and authorizes the Department of Revenue to disclose to the Director of Purchasing appropriate information verifying that Bidder has paid the required business taxes, provided that such information does not contain the amounts of taxes paid nor any other information deemed by the Tax Commissioner to be confidential.

Under penalty of law for false swearing (West Virginia Code, §61-5-3), Bidder hereby certifies that this certificate is true and accurate in all respects; and that if a contract is issued to Bidder and if anything contained within this certificate changes during the term of the contract, Bidder will notify the Purchasing Division in writing immediately.

Bidder: _____ Signed: _____
Date: _____ Title: _____

*Check any combination of preference consideration(s) indicated above, which you are entitled to receive.

STATE OF WEST VIRGINIA
Purchasing Division**PURCHASING AFFIDAVIT**

West Virginia Code §5A-3-10a states: No contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and the debt owed is an amount greater than one thousand dollars in the aggregate.

DEFINITIONS:

"Debt" means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

"Debtor" means any individual, corporation, partnership, association, limited liability company or any other form or business association owing a debt to the state or any of its political subdivisions. "Political subdivision" means any county commission; municipality; county board of education; any instrumentality established by a county or municipality; any separate corporation or instrumentality established by one or more counties or municipalities, as permitted by law; or any public body charged by law with the performance of a government function or whose jurisdiction is coextensive with one or more counties or municipalities. "Related party" means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceeds five percent of the total contract amount.

EXCEPTION: The prohibition of this section does not apply where a vendor has contested any tax administered pursuant to chapter eleven of this code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

Under penalty of law for false swearing (*West Virginia Code §61-5-3*), it is hereby certified that the vendor affirms and acknowledges the information in this affidavit and is in compliance with the requirements as stated.

WITNESS THE FOLLOWING SIGNATURE

Vendor's Name: _____

Authorized Signature: _____ Date: _____

State of _____

County of _____, to-wit:

Taken, subscribed, and sworn to before me this ____ day of _____, 20__.

My Commission expires _____, 20__.

AFFIX SEAL HERE

NOTARY PUBLIC _____

SIEMENS

Request for Quotation: Immunoassay Reagents Kits

State of West Virginia
Department of Administration
Purchasing Division
2019 Washington Street East
PO Box 50130
Charleston, WV 25305-0130
Attn: Roberta Wagner

Due: March 22, 2012

Siemens Healthcare Diagnostics, Inc. Inc. would like to thank you for the opportunity to respond to Request for Quotation: *Immunoassay Reagents Kits*. In order to ensure prompt response for any questions or requests pertaining to this bid please note the address and contact information I have listed below for this function of our company.

RFP Mailing Address

Siemens Healthcare Diagnostics
500 GBC Drive, MS: 528
Newark, DE 19702
Attn: Diane D. Crawford
Phone: 302.631.0417
Fax: 302.631.7997
Email: diane.d.crawford@siemens.com

Siemens Corporate Address

Siemens Healthcare Diagnostics
511 Benedict Road
Tarrytown, NY 10591

We hope you will find the enclosed proposal presents a clear and accurate case to begin a business relationship with Siemens Healthcare Diagnostics – Syva Division. We appreciate the opportunity to participate in this process and look forward to answering any and all questions about our proposal. Siemens Healthcare Diagnostics – Syva division again wishes to thank the State of West Virginia – Purchasing Division for their time and consideration.

Sincerely,

*Siemens Healthcare Diagnostics – Syva Division
Maureen Kelly & Diane Crawford*

Siemens Healthcare Diagnostics, Inc. is responding to the State of West Virginia Purchasing Division, Charleston, West Virginia Request for Quotation (RFQ) dated February 16, 2012 to establish an open end contract to purchase immunoassay reagent kits capable of detecting drugs of abuse and tricyclic anti-depressant drugs in urine samples using a Microgenics MGC240 analyzer. Siemens Healthcare Diagnostics, Inc. is providing an alternative integrated solution to the State of West Virginia for use by the:

Health and Human Resources Bureau for Public Health
Office Chief Medical Examiner
619 Virginia Street, West
Charleston, WV 25302

The Siemens solution consists of the following:

- (1) One, new Viva E analyzer, Syva EMIT® Drugs of Abuse (DAT) assays and other supplies, which will provide the State of West Virginia a cost effective, accurate and labor efficient solution.

This instrument is suitable for analyzing specimens at 130 photometric tests per hour.

Siemens will provide training to lab personnel on the Viva E analyzer. In addition to the off site and on-site training provided, Siemens offers comprehensive technical support through Global Call Centers, Technical Field Personnel, Advanced Global Product Support and Siemens.com on-line. The Syva Technical Solution Support Center is available twenty-four hours per day, seven days a week and provides trained personnel to resolve technical issues in a timely manner.

Siemens will retain title to the Equipment. You agree to clearly indicate that the Equipment is the sole property of Siemens. You also agree that to the extent required by law Siemens may file a UCC financing statement, or any other document or instrument required by law, to give public notice of Siemens's interest in the equipment.

COST

Siemens will provide *State of West Virginia* the following for a period of 3 years:

- (1) Viva-E™ Drug Testing System
- Fixed pricing will remain at **\$0.65 test** for the first year of this new contract on the Drugs of Abuse and Tricyclic Antidepressant is \$1.30.
- Price increase no more than 3% per year for years 2 - 3.
- 24x7 telephone support and Business Hours service for all Drug Testing Systems
- Calibrators and Controls included
- Consumables included

*Items not covered are pipettes, urine collection cups, gloves, bar code labels, and distilled water.

Equipment Specifications:

Siemens is proposing one new VivaE™ Drug Detection Analyzer. The VivaE™ has the testing capabilities for the drugs and their metabolites as described in the RFP.

The VivaE™ features the following:

Throughput

- Up to 130 EMIT® test per hour with two reagents

Reagent system

- Reagent rotor-rotor with 13 positions for 30 mL bottles and 13 positions for 15 ml bottles
- Reagent rotor compartment is cooled to approximately 12C below ambient temperature
- Preheated reagent probes with level detection and integrated mixer

Sample system – Providing continuous loading

- Sample rotor containing 51 patient samples, 3 stat positions, 9 calibrator positions, 4 control positions, 6 pediatric positions, 1 blank and 1 washing station
- Primary tubes (13 or 16 mm OD)
- All positions can contain 5 mL or 10 mL primary tubes or sample cups
- Sample volume 1-30uL per test, programmable in steps or 0.1 uL
- Sample probe with level detection and integrated mixer

Sample predilution (Dual mode only)

- Programmable ratios 1:5, 1:10, 1:20, 1:30, 1:40, 1:50 with 3 possible diluents.

Pipetting system

- Hamilton syringes and valve block.
- Reagent syringe 1000 µl.
- Sample syringe 100 µl.

Reaction disk

- Semi-disposable rotor with 48 cuvettes. Path length 7 mm.
- Minimum measuring volume 220µl.
- Measuring temperature 37°C, controlled by Peltier elements.

Washing unit

- Cuvette-washing with 4 x 400 µl of water. The unit is equipped with liquid sensors. Waste is separated into diluted and concentrated (sample/reagent mixture) waste. Cuvettes are dried before use.

Light source

- Quartz-iodine lamp 12V-20W.

Optics & Wavelength range

- 1 optical unit each with n 8 position filter wheel
- Automatic wavelength selection by 8-position filter wheel (340, 415, 505, 546, 570, 600, and 700 nm) Half bandwidth 8 to 12 nm.

Photometric range

- -0.1 to 3.0 Absorbance

Calculation modes

- Logit Log4
- Non-linear calibration curves
- Graphic plot of all measuring points
- Prozone check for immunology tests
- Cut-off declaration

Quality control

- Up to 15 different controls can be defined, 3 per test.
- Westgard rules.
- Levey-Jennings plots.

Dimensions

115x49x56 cm (W x H excl. Monitor x D)

EMIT Reagents

Syva chemists developed the first commercial homogeneous enzyme immunoassay and marketed the assay under the trademark EMIT. EMIT an acronym, stands for Enzyme Multiplied Immunoassay Technique.

All of our assays utilize the EMIT Chemistry. There are 2 reagents in this system. Rgt A & B. Reagent A contains antibodies, substrate (glucose-6-phosphrate) and co-enzyme (NAD) Rgt. B contains the enzyme labeled drug. The EMIT assay has shown excellent correlation with confirmatory **GC/MS >99%**.

Syva EMIT® immunoassays are the most widely used and scientifically documented screening tests available for drugs of abuse. No other drugs of abuse screening tests have a longer or more reliable record. EMIT® test results have been upheld in numerous court decisions and at the highest level of the American judicial system: the United States Supreme Court.

The Syva division of Siemens builds reliability into every test it markets. Each EMIT® assay must pass a rigorous testing protocol to show that it can consistently distinguish between negative (drug-free or containing drug levels below the EMIT® assay cutoff) and positive (containing drug levels above the EMIT® assay cutoff) samples. The results of our studies are confirmed by independent laboratories. Overall, thousands of hours of testing are required before a new assay is ready to be marketed.

Once an assay is on the market, each newly manufactured lot must pass additional testing procedures. A production lot is not released unless it meets performance criteria during quality assurance testing.

Each EMIT® assay is repeatedly tested on drug-free urine samples and samples containing known drug concentrations. In addition, EMIT® assays are subjected to multiple tests performed on different instruments by different operators. All results are compared to reference methods, including gas chromatography/mass spectrometry (GC/MS).

As stated above, the EMIT® immunoassays are the most widely used and documented methodology available for screening. The majority of SAMSHA laboratories, over 85%, use the Syva EMIT® immunoassays for screening. In addition, the Syva Division is considered to be the gold standard in drug screening, and have been the gold standard for over 45 years.

Siemens Healthcare Diagnostics is the only Pioneer Member for the National Association of Drug Court Professionals (NADCP), and works closely with this agency as a Pioneer Member providing drug testing solutions and trainings for their national conferences.

Siemens Healthcare Diagnostics has the following reagents available. Note many reagents have multiple cutoff levels available:

<u>Name</u>	<u>Cutoff /Calibrator Concentrations</u>
• Amphetamine/Methamphetamine.	300, 500, 1,000 ng/ml
• Barbiturates	200, 300 ng/ml
• Benzodiazepines	200, 300 ng/ml
• Cocaine	150, 300 ng/ml
• Ecstasy	300, 500 ng/ml
• Cannabinoid	20, 50, 100 ng/ml
• Ethyl Alcohol	Quantitative
• LSD	0.5 ng/mL
• Methadone	150,300 ng/ml
• Methaqualone	300 ng/ml
• Opiate	300, 2,000 ng/ml
• PCP	25 ng/ml
• Propoxyphene	300 ng/ml
• 6-Acetylmorphine	10 ng/ml

Siemens Healthcare Diagnostics Inc. has the following EMIT[®] Syva Specimen Validity Tests available:

- *Creatinine*
- *Nitrites*
- *Oxidants*
- *pH*
- *Specific Gravity*

*All EMIT II[®] reagents are liquid, ready to use reagents.

*All EMIT II[®] calibrators and controls are liquid, ready to use reagents

Cross Reactivity Guide provided upon request.

TECHNICAL SERVICE, SUPPORT AND MAINTENANCE

Siemens Healthcare Diagnostics has 24 hour Customer Service and Support, which most small 3rd party companies do not provide. By choosing the Siemens Solution, you have full support from a seasoned group of specialists in the field of drugs of abuse.

Software upgrades- By choosing the Siemens solution, you will receive factory authorized product updates and modifications installed at no additional charge for improved product performance and reliability. As noted above, you will not receive software upgrades if using an unauthorized 3rd party provider.

In addition, you will get (2) Preventive Maintenance visits per year by certified Siemens Field Service engineer. Preventive maintenance increases instrument reliability, minimized down time, and assures performance to published specifications.

Customers are requested to contact the Siemens Healthcare Diagnostics Technical Support Center (TSC) **twenty-four hours per day, seven days per week** for all inquiries; including clinical and technical phone assistance or on-site service requests at this number:

Syva Technical Solutions Center 1.800.227.8994

The TSC is Siemens's front line operation to resolve minor issues and get the equipment operational as fast as possible. Our TSC personnel, System Specialists, and Field Service Engineers possess a strong clinical and/or technical background. If our TSC personnel determines

that more extensive on-site service is required they will notify the local Field Service Engineer (FSE). The FSE will call you to schedule a visit and determine if additional parts or resources may be required.

TSC reps and FSRs have completed manufacturer-authorized training courses and continue to receive the latest technical documentation. Our FSRs are equipped with the recommended alignment tools and calibration equipment so instruments are repaired to the manufacturer's specifications.

The Standard Plus Service Agreement (8a – 5p, M-F) includes 2 preventive maintenance visits scheduled during normal business hours, unlimited service visits (labor and travel), and all necessary replacement parts, excluding disposables and customer maintenance and operation supplies, during normal business hours.

Technical Assistance:

Supporting the sales and technical teams, Siemens offers a 24 hour Technical Solutions Center (TSC) to which the Agency can call for assistance anytime. Customers are requested to contact the TSC twenty-four hours per day, seven days per week for all inquiries; including clinical and technical phone assistance or on-site service requests at this number:

Syva Technical Solutions Center 1.800.227.8994

The TSC is Siemens Healthcare Diagnostics' front line operation to resolve minor issues and get the equipment operational as fast as possible. Our TSC personnel, System Specialists, and Engineers possess a strong clinical and/or technical background. If our TSC personnel determine that more extensive on-site service is required they will notify the local Field Service Representative (FSR). The FSR will call you to schedule a visit and determine if additional parts or resources may be required.

TSC reps and FSR reps have completed manufacturer-authorized training courses and continue to receive the latest technical documentation. Our FSR reps are equipped with the recommended alignment tools and calibration equipment so instruments are repaired to the manufacturer's specifications.

Although over 90% of the incoming calls can be corrected over the phone, if a Siemens Technical Representative is needed, one will be dispatched within 24 hours to the customer.

Technological Advances:

Siemens personnel attend educational seminars, webinars and yearly training to stay abreast of technological advances in the field. In addition they participate on monthly conference calls with our Global Product Support group – who make us aware of anything new and exciting in the world of drugs of abuse.

Training:

Siemens Healthcare Diagnostics Inc. will provide two (2) training slots at our training facility in Newark, Delaware. All meals and lodging are provided at no additional charge. The training is a three day class with travel on a Sunday returning home later Wednesday evening. All travel, meals, lodging, and training will be at no cost to State of West Virginia.

Additional training can be provided at no additional charge in the field, as needed, to recertify operators.

Siemens EMIT® II Plus immunoassay reagents are approved and meet FDA (Food and Drug Administration) requirements. All Siemens products are produced in an ISO-9001 certified manufacturing facility.

Training is instructor-led and primarily in front of analyzers and software. The program is instructor-led and consists of hands-on exercises, practice runs, and maintenance.

- Basic course objectives are as follows:
- Acquire an understanding of the operation and function of the hardware components.
- Perform the daily Start Up and End Process procedures.
- Perform reagent blanks, calibrations, QC, routine, stat, and repeat sample analysis.
- Interpret the data printout.
- Use basic software menus and perform basic software operations.
- Perform routine operation procedures.
- Explain the different analyzer modes. Recover from Warm Up, Stop, and EM Stop.
- Perform scheduled and as needed maintenance.
- Identify and perform corrective actions for error flags and alarms.
- Apply a logical thought process to troubleshooting problems.

This valuable training is not available by 3rd party vendors. The training by the manufacturer is most important and will ensure for a smooth and easy transition for your lab technicians.

In summary, support, service, and training provided by an authorized distributor from the manufacturer ensures you of a quality analyzer, quality service, and quality parts in order to maintain the integrity of both the analyzer and your testing program. If the analyzers break down, it is critical you are serviced in a timely manner and can be assured of having access to all parts that may be needed for a repair or preventive maintenance.

Warranty

Siemens Healthcare Diagnostics, Inc. warrants that the Consumables shall be free from defects in material and workmanship and conform to the manufacturer's specifications when delivered. SIEMENS HEALTHCARE DIAGNOSTICS, INC. MAKES NO OTHER WARRANTIES, EXPRESS, STATUTORY OR IMPLIED, IN CONNECTION WITH THE EQUIPMENT OR CONSUMABLES, INCLUDING, WITHOUT LIMITATION, ANY WARRANTY AS TO DESIGN, MERCHANTABILITY, OR FITNESS FOR ANY PURPOSE. Any claim for breach of this warranty, if any, must be made in writing within one (1) year of the delivery of the product by Siemens Healthcare Diagnostics, Inc. Siemens Healthcare Diagnostics, Inc.'s sole obligation for breach of this warranty shall be, at Siemens Healthcare Diagnostics, Inc.'s option, the repair or replacement of the breaching product or an appropriate refund, allowance or credit reflecting depreciation. In no event shall Siemens Healthcare Diagnostics, Inc. be liable for any special, consequential, or indirect damages. Siemens Healthcare Diagnostics, Inc. also promises that the use of the Consumables in the form delivered to Customer and in accordance with the instructions and manufacturer's specifications will not infringe the U.S. patent of any third party. This promise does not cover the use of the Consumables in combination with any other product or equipment not approved by Siemens Healthcare Diagnostics, Inc.

No oral or written promises as to the Equipment or Consumables which conflict with this Warranty and Limitation of Liability will bind Siemens Healthcare Diagnostics, Inc. unless signed by an authorized representative of the party to be bound.

Delivery of the instrument, installation and training are provided at no charge to the customer.

Shipping and Handling:

Siemens has implemented a new shipping and handling policy that is designed to enable customers to receive no charge Shipping and Handling by partnering with Siemens Healthcare Diagnostics in optimizing the supply chain. It is based on

simple straight-forward requirements: order size, order method (electronic vs. phone/fax), and shipping mode (standard vs. expedited).

The standard shipping and handling charge per order is \$80. This charge is easily waived by complying with two objectives: **order on line, and meet the order value.** The Shipping and Handling Policy is included in the bid submission.

SIEMENS

Product Lines:

Siemens Healthcare Diagnostics – Syva Division offers a broad menu of innovative in-vitro immunodiagnostic kits for:

- Drugs of Abuse Screening
- Immunosuppressant Diagnostics
- Therapeutic Drug Monitoring
- Serum Toxicology
- Random Drug Access analyzers
- Specimen Validity Testing

Siemens Healthcare Diagnostics offers a broad portfolio of performance-driven diagnostic solutions that provide more effective ways to assist in the diagnosis, monitoring and management of disease and drug treatment. Our products and services bring together the right balance of science, technology and practicality across the healthcare continuum.

Siemens – Syva World Class Support:

Siemens' philosophy for cultivating a successful business relationship is to continually provide the highest level of quality service, and support. From state-of-the-arts tools to a global logistical network, our experienced sales

representatives, consultants, specialists and trainers provide customers with the support and guidance they need to meet their growing demands.

RealTime Solutions:

RealTime Solutions encompasses a suite of Web-based service and support products, ranging from proactive service and quality management, to customer documentation and logistics management. These products help customers optimize their day-to-day operations and make well-informed decisions. Siemens employs remote monitoring technology that allows customers' instruments to communicate critical data over the Internet in real time, leading to faster problem resolution. It proactively shifts the focus from repair to prevention, minimizing system disruption and downtime.

Customer Support:

Siemens is committed to providing the highest quality of service and support to its customers around the world. Dedicated teams of experienced professionals efficiently handle all aspects of customers' needs, from fulfilling orders and handling billing inquiries to troubleshooting technical issues and providing onsite

support. These teams maintain a strong sense of urgency and an unflagging commitment to maximize system uptime and provide technical responses quickly and accurately. Siemens continually strives to exceed customer expectations.

Training and Education:

Laboratory personnel are offered a comprehensive range of training classes conducted by seasoned staff at selected facilities in the United States. In addition to classes to help utilize our products and services offering to its highest potential, Siemens offers laboratory managers continuing education opportunities to improve their management techniques and business acumen. This well-rounded combination of training and education through classroom instruction and e-learning techniques reinforces Siemens' commitment to the ongoing success of our customers.

Syva Product Portfolio:

Siemens Healthcare Diagnostics provides solutions to customers that face challenges in establishing and managing drugs of abuse testing (DAT) program. Our customers range from independent treatment facilities, state and county drug courts, pretrial services as well as reference laboratories. In order to meet the diverse needs of our customer we offer a wide range of instrument based drug testing analyzers. The analyzers are outlined below:

Siemens offers the following range of instrumentation options:

Viva Jr.™	small volume, approx.,60 tests/hour
Viva E™	small to moderate volume, approx.130 tests/hour
V-Twin™	moderate volume, approx. 260 tests/hour
**Beckman Coulter AU480®	moderate to high volume, approx.400 tests/hour
**Beckman Coulter AU680®	moderate to high volume, approx.800 tests/ hour
**Beckman Coulter AU2700®	very high volume and reference labs, 1600 tests/ hour.
**Beckman Coulter AU5400®	very high volume and reference lab volume,3200tests/hour

Turn to the drug testing experts, Siemens Healthcare Diagnostics – Syva Division for more then 40+ years of providing extensive and innovative portfolio of assays and instruments for drug monitoring. Picking the right instrument combined with the gold standard EMIT reagents have the flexibility and capacity to meet all your drug testing needs.

The Syva Division within Siemens Healthcare Diagnostics offers quality service, responsiveness, outstanding business relations, efficient management of key personnel, superior customer service, and overall corporate excellence.

Drug Testing Done Right – Because the stakes are too high to be wrong

Siemens, the leading clinical diagnostics company, offers the state-of-the-art Viva-E® Drug Testing System. The Viva-E® Drug Testing System combines a complete menu for drugs-of-abuse testing, therapeutic drug monitoring, immunosuppressive drug monitoring and sample validity testing on a single bench top analyzer, plus WinTox® Data Manager.

The right fit, with the right results, right now

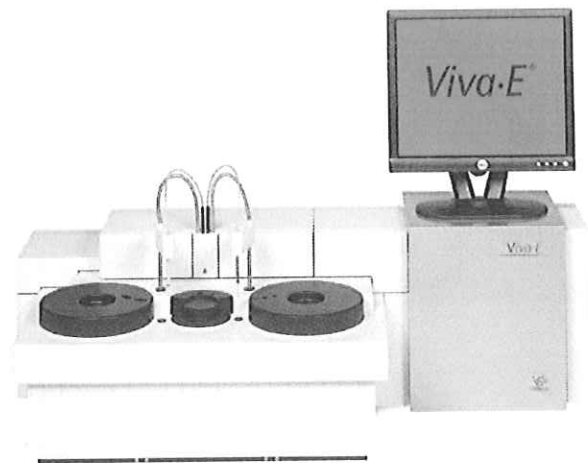
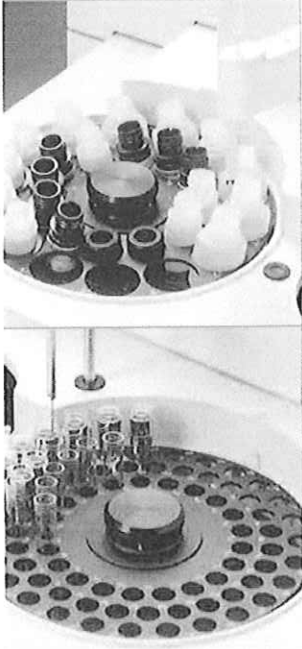
Easy: user friendly interface based on Windows® software

Efficient: liquid ready-to-use reagents stored on board; minimal calibration/control requirements; very little maintenance required

Effective: results ready in as little as 10 minutes

Excellence: features Syva® EMIT® Assays – the gold standard in drugs of abuse testing

Experienced: 40 years of experience creating a solid ground-work of expertise to support your daily work



Viva-E® Drug Testing System

Answers for life.

SIEMENS

Viva-E® Specifications

Throughput

Up to 130 EMIT® tests per hour with two reagents

Up to 65 EMIT® tests per hour with three reagents

Reagent system

EMIT® reagent rotor – with 13 positions for 30 mL bottles and 13 positions for 15 mL bottles

All positions in both rotors can be assigned as R1, R2 and R3. Adapters for different bottle sizes available

The reagent rotor compartment is cooled to approximately 12 °C below ambient temperature

Reagent 1 volume 110 - 400 µL

Reagent 2 volume 0 - 180 µL

Reagent 3 volume 0 - 180 µL

Preheated reagent probes with level detection and integrated mixer

Sample system

Providing continuous loading

Sample rotor contains

- 51 patient samples
- 3 STAT positions
- 9 calibrator positions
- 4 control positions
- 6 pediatric positions
- 1 blank and 1 washing position

Primary tubes (13 or 16 mm OD)

Positions can contain 5 mL or 10 mL primary tubes or sample cups

Sample volume 1 - 30 µL per test, programmable in steps of 0.1 µL

Sample probe with level detection and integrated mixer

Sample predilution

(Dual Reagent Mode only)

Programmable ratios 1:5, 1:10, 1:20, 1:30, 1:40, 1:50 with 3 possible diluents

Pipetting system

Kloehn® syringes and valve block

Reagent syringe 1000 µL

Sample syringe 100 µL

Cuvette rotor

Semi-disposable rotor with 48 cuvettes, path length 7 mm

Minimum measuring volume 220 µL

Measuring temperature 37 °C controlled by Peltier elements

Washing units

Cuvette-washing with 4 x 400 µL of water:

- The unit is equipped with liquid sensors
- Waste is separated into diluted and concentrated waste
- Cuvettes are dried before use

Light source

Quartz-iodine lamp 12 V - 20 W

Wavelength range

Automatic wavelength selection by an 8-position filterwheel (340, 415, 505, 546, 570, 600, 660, 700 nm).
Half bandwidth 8 to 12 nm

Photometric range

-0.1 to 3.0 Absorbance

Analytical modes

Kinetic measurement with linearity check

Bichromatic end point measurement with or without bichromatic reagent blank and/or sample blank correction

Two point measurement

Automatic rerun with sample reduction

Ambient temperature

15 - 32°C

Maximum humidity 80 %

Calculation modes

Logit Log4

Non-linear calibration curves

Graphic plot of all measuring points

Prozone check for immunology tests

Cut-off declaration

Quality control

Up to 15 different controls can be defined, 3 per test

Westgard rules

Levey-Jennings plots

Computer

Windows® XP

Pentium® processor

Monitor 1024 x 768 pixels

CD-ROM drive

Ports: 2 serial, 1 USB and 1 printer port

Printer

The application supports two printers simultaneously; one for patient reports and one for calibration and system data

Most printers supported by Windows® can be connected

Barcode reader (option)

Hand held CCD barcode reader (can read all common barcodes) used for test requisition and reagent identification

Languages

English, French, German, Italian, Spanish and others on request

Dimensions

115 x 45 x 56 cm (W x H excl. Monitor x D)

For more information, please contact your Siemens representative or call 1-800-242-3233, option 3, 2.

Product availability may vary from country to country and is subject to varying regulatory requirements. Please contact your local representative for availability.

Siemens Healthcare Diagnostics Inc.
1717 Deerfield Road
Deerfield, IL 60015-0778
USA

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Siemens Viva E vs. Microgenics MGC240		
Features	Viva E	MCG240
Technology	Photometric	Photometric
Manufacturer	Vital Systems	Tokyo Boeki
Size	45"(W) X 22"(D) X 42"H	46"(W) X 25"(D) X 21" (H)
Start Up Time	No Start Up Time	20 Minutes
Results in As Soon as:	11 minutes	12 Minutes
Time to 1st Result	11 minutes	32 Minutes
Reagent Capacity	13	24
Sample Capacity	51	45
Water Consumption	0.5L per Hour	3.5L per Hour
Service	<ul style="list-style-type: none"> • Basic and Extended Service • 24/7 Technical Hotline • On-Site Engineer Support 	<ul style="list-style-type: none"> • Standard Warranty
Training	Yes	Yes
Off-Site Training	3 Days @Siemens, Newark, DE	No
On-Site Training	Yes	Yes

Siemens Healthcare Diagnostics

NOTE: Siemens will abide by its standard shipping policy at the time of product shipment, and that this policy is subject to change.

Reagent and Consumable Shipping and Handling Policy

Note: number for customer orders, all product lines: 888-588-3916

Siemens Shipping and Handling Information

The Shipping and Handling policy is designed to enable customers to receive no charge Shipping and Handling by partnering with Siemens Healthcare Diagnostics in optimizing the supply chain. It is based on simple straight-forward requirements: order size, order method (electronic vs. phone/fax), and shipping mode (standard vs. expedited).

The standard shipping and handling charge per order is \$80. This charge is easily waived by complying with two objectives: order on line, and meet the order value.

Policy Factors:

- Order size
- Order method (electronic vs. non electronic)
- Order mode (standard vs. expedited)

Order Size:

If the order value is equal to or greater than \$6,000 **or** the product line value, the order meets the threshold. If there are multiple product lines on an order and the order value is less than \$6,000, each product line must meet its Threshold value.

Table 1. Threshold Requirements

Product Line	Order Threshold
Combination	\$6,000
Immuno Assay, Chemistry and Integrated Systems	\$5,000
Stratus CS	\$3,500
Syva	\$2,000
Urinalysis	\$3,000
Blood Gas	\$1,500
Diabetes Care	\$1,500
Hematology	\$1,000
Coagulation	\$1,000
Platelet Function (PFA)	\$1,000
Plasma Protein	\$1,000
Micro Biology	\$1,500
Molecular	\$6,000
Automation	\$1,000

Product Line	Order Threshold
Informatics	\$1,000

If the order meets the threshold, the \$40 Order Value Fee is waived.

Order Method:

If the order is placed via electronic means, the \$40 Non Electronic Fee is waived. Electronic orders are defined as: GHX, EDI, or On-line. Does not apply to telephone, fax or other non electronic means.

The most a customer can pay for an order using standard transportation modes is \$80 (\$40 for low value orders and \$40 for non electronic orders).

Standard Shipping

Order to delivery lead times

Standard Shipping is the default shipping method. Order placed by 12:00 p.m. in the customer's time zone will be processed the same day (4:00 p.m. Eastern for customers in AK and HI). Refrigerated products (reagents etc.) are shipped for a maximum of two days (air or ground) and non refrigerated products (cuvettes, diluents, etc.) are shipped via ground (1-4 days). Products are shipped with the appropriate packaging to maintain separate shipment for their refrigerated and not refrigerated products that are placed on the same sales order. There is no cost impact to the customer and actual delivery dates are provided for each delivery at time of order entry or via the confirmation documents. Product packaging and shipping requirements are published on the Siemens Healthcare Diagnostics website.

Table 2. Zone 1 Customers

Order Day	Refrigerated Delivery Day	Non Refrigerated Delivery Day
Mon	Tue	Tue
Tue	Wed	Wed
Wed	Thu	Thu
Thu	Fri	Fri
Fri	Tue*	Tue*

*Following week

Table 3. Zone 2, 3, 4 Customers

Order Day	Refrigerated Delivery Day	Non Refrigerated Delivery Day		
		Z2	Z3	Z4
Mon	Wed	Wed	Thu	Fri
Tue	Thu	Thu	Fri	Mon*
Wed	Fri	Fri	Mon*	Tue*
Thu	Wed*	Wed*	Tue*	Wed*
Fri	Wed*	Wed*	Wed*	Thu*

*Following Week

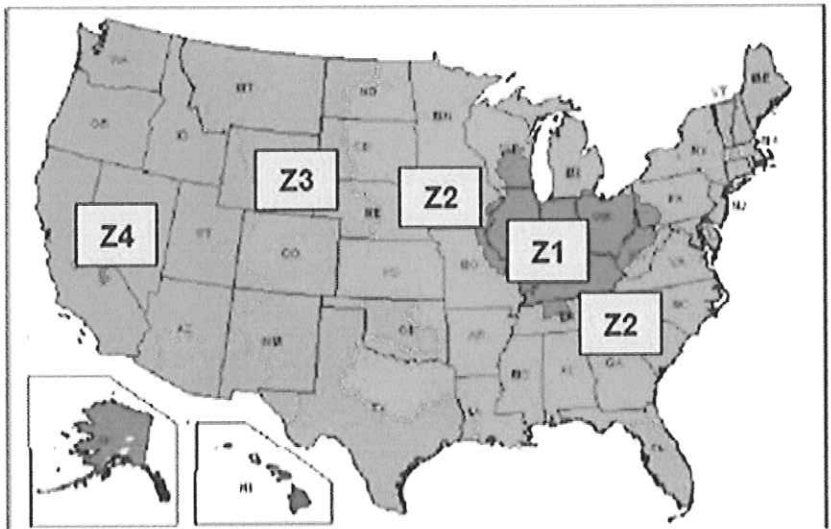


Figure 1. FedEx Ground Transit Days

Expedited Shipping Options

Two day delivery

- Place order by 2:00 p.m. in your time zone
- Delivered by 3:30 p.m. second day in most zip codes**

Next day delivery

- Place order by 2:00 p.m. in your time zone
- Delivered by 3:30 p.m. in most zip codes**

Next morning delivery*

- Place order by 2:00 p.m. in your time zone
- Delivered by 10:30 a.m. in most zip codes**

Next morning delivery by 8:00 a.m.*

- Place order by 2:00 p.m. in your time zone
- Delivered by 8:00 a.m.*

Saturday delivery*

- Place order by 2:00 p.m. Friday in your time zone
- Delivered by 3:30 p.m. in most zip codes**

Same day / Holiday delivery

- Orders will be shipped on next available commercial flight or delivered by courier depending on location.
- Delivery commitment time is provided at time of order and varies by date, time and location.
- Additional charges apply for expedited services.

*Where available

**For actual commitment times by zip code see fedex.com

Table 4. Assessorial Fees

Description	\$/lb1	Minimum
Two day	\$4.50	\$100
Next day	\$5.50	\$150
Next morning/Saturday ²	\$7.50	\$175
First Overnight	\$10.00	\$250
Same Day	\$15.00	\$550
LTL Inside delivery ³	\$100 per order	
LTL Lift gate ³	\$100 per order	
No LTL ⁴	No Charge	

Cost per pound is based on net weight of product shipped, not packaging and gel ice.

Table 5. Instrument Shipping and Handling

Except as otherwise noted below, if multiple instruments/equipment from the same product line category are included on the same order, then Customer will be charged the full Freight Amount listed below for first instrument (the instrument with the highest Freight Amount) and fifty-percent (50%) of the Freight Amounts for the remaining instruments.

Instrument/Equipment Description	Freight Amount
Dimension	
EXL	\$2,500
EXL 200	\$2,500
RxL Max Basic	\$1,500
RxL Max w/HM	\$1,500
RxL Series Recert	\$1,500
RMS	\$675
RMS Recert	\$675
Xpand Plus Basic	\$1,500
Xpand Plus w/HM	\$1,500
Xpand Series Recert	\$1,500
Vista*	
Vista 1500	\$2,500
Vista 500	\$2,500
*Multiple discount does not apply	
Hemostasis	
CA-500 Series	\$300
CA-500 Series Recert	\$300
CA-1500 Series	\$750
CA-7000 CCS	\$1,500
BCS Recert	\$1,500
BCS XP	\$1,500
BFT II	\$150
PFA-100	\$200
PFA-100 Recert	\$200
Syva	
Olympus AU 400	\$1,500
Olympus AU 640	\$1,500

Instrument/Equipment Description	Freight Amount
Plasma Protein	
BN 100	\$875
BN 100 Recert	\$875
BN II	\$1,500
BN II Recert	\$1,500
ProSpec	\$875
Stratus	
Stratus CS	\$675
Stratus CS Recert	\$675
MicroScan	
AutoScan 4	\$525
AutoScan 4 Recert	\$525
Walk-away 40	\$1,500
Walk-away 40 Recert	\$1,500
Walk-away 96	\$1,500
Walk-away 96 Recert	\$1,500
LabPro Only	\$150
Accessories	
QCC Powerpak	\$150
EasyLink	\$100
Automation*	
Refrigerated Storage Module	\$2,000
Core Module	\$1,500
Centrifuge	\$500
Track Extension	\$500
STM Module	\$500

Instrument/Equipment Description	Freight Amount
Olympus AU 680	\$1,500
Olympus AU 2700	\$1,500
Olympus AU 5420	\$1,500
Olympus AU 5421	\$1,500
Olympus AU 5430	\$1,500
Olympus AU 5431	\$1,500
V-Twin	\$1,200
Viva E	\$750
Viva Jr	\$550
Centaur	
XP	\$1,500
CP	\$1,000
ADVIA Chemistry	\$1,500
IMMULITE	
1000	\$1,000
2000 and 2500	\$2,000
XPi	\$2,000

Instrument/Equipment Description	Freight Amount
Tube Sealer	\$500
StreamLab	Variable
WorkCell	Variable
* Multiple discount does not apply	
Blood Gas	
248,348,340,350,400	\$100
1200	\$225
Urinalysis	
Atlas	\$750
AUW	\$1,000
Hematology	\$1,000
Molecular	
VERSANT 340	\$250
VERSANT 440	\$500
Auto LIPA 48	\$200
Auto Blot 3000	\$200

Systems are shipped FOB Destination, prepaid and added. (if customer is paying for freight) OR

Systems are shipped FOB Destination, prepaid and absorbed by vendor. (if Siemens is paying for freight)